ASBESTOS

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ASBESTOS

A MONTHLY MARKET JOURNAL

Devoted to the Interests of Asbestos and Magnesia Industries

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Table of Contents

	Page
Some Observations	2
Market Conditions	3
Crudes and Fibres	3
85% Magnesia	4
Asbestos Paper and Millboards	4
Asbestos Textiles	5
Shingles	6
Power Troubles	6
Tariff Classification on Asbestos	7
Biographical Sketch—Richard V. Mattison, M.D.	9
A Travelogue	11
Asbestos Paper—A Brief History by W. L. Steffens	12
Testing Asbestos Fibre	15
Current Prices During Last Month	16
Developing Selling Talk	17
Asbestos in the Argentine	18
The Asbestos Industry in Great Britain	19
Activities in Rhodesian Fibre	20
News of the Industry	21
News of General Interest	25

Advertising Rates: $20.00 per page, per issue, net. Copy must be in our hands by first day of each month for use in issue on the 15th or 20th of that month. Manufacturers and professional advertisers have puzzled their brains for hours, selecting the mediums which would carry their message to the maximum of buyers. "Asbestos" offers a medium—100% efficient—through which manufacturers of Asbestos and allied products may reach the trade.

Let "Asbestos" take your message—every reader, not a competitor, is a buyer, and there are 1500 readers already

Some Observations

We are, at this season, reminded of the most sublime character who has ever trod the earth—Jesus of Nazareth. No written or expressed words have ever approached success in striving to explain the importance to the world of the birth of Jesus.

Quick, dead and the myriad unborn have in the contemplation of the character of Jesus an unfailing, always varying, and ever satisfying, source of inspiration. No personality in all history can remotely approach His, whether the measure of interest be philosophical, religious, ethical, literary or purely character study.

Let all men pause from the hurry of this madly rushing world, to reflect upon the teachings of the Man of Galilee, for upon those teachings rest whatever of civilization there is upon earth.

Jesus was an artisan—but who could picture Him being party to the anarchistic labor activities of this day? He would probably be a member of the organization representing His craft, just as most men now are, but, if we read His character aright, He would see to it that the radicals, I. W. W's, and all others of unjust attitude of mind were eliminated or properly educated.

Would Jesus be a party to a contract enforcible upon the other at interest but not upon Him?

In this appalling controversy between "capital" and "labor," world wide in its effect, and, in many cases, utterly damnable in its execution, both sides being guilty, to some extent, let us all soberly and reverently consider His message, "Do unto others as you would have others do unto you."

Then, and not until then, will we have the right to expect the full fruition of God's wish to all mankind:

"Peace on earth: goodwill to men."

The Editor has taken this opportunity of wishing all readers of "ASBESTOS" a right Merry Christmas and a bright, prosperous and Happy New Year.

The first thing you will notice about this number is the change in arrangement, the editorial matter being placed in the front of the book and the advertisements grouped in the back.

We are not quite sure whether we are going to like this arrangement, but are trying it out, and suggest that you let us know what you think of it.

Another thing, while the advertising patrons of "ASBESTOS" have universally looked with favor upon changing the size of the magazine to 8½" x 11", we have decided to make no such change until the end of this fiscal year—July, 1920.

WATCH US GROW. From a very small beginning, in five months "ASBESTOS" has built up a circulation of more than fifteen hundred. If you have a message for the trade, tell it in "ASBESTOS."

Market Conditions

Crudes and Fibres

You will be interested in the production figures given below for Asbestos crudes and fibres, in the various countries in which Asbestos is mined. These figures have been supplied us by the Asbestos & Mineral Corporation:

		Tons	Value
Canada	1918	142,375	$9,019,899
Rhodesia	1918	8,574	761,683
Cape	1917	2,999	240,489*
Transvaal	1918	3,193	172,173
United States	1917	1,683	506,056

*Decrease over 1916 production.

1918 production of Cape (So. Africa) and United States not yet available.

Canada has an enormous lead in this field, and will undoubtedly retain it for many years. Canadian production shows very slight increase over previous years in tonnage, but total value has advanced tremendously.

Miners and dealers are still advising coverage at current prices for future delivery, nothing being in sight to cause decrease in values.

85% Magnesia

Analysis of the vital statistics of this industry reveals a situation this year not quite so favorable as existed at the same time last year.

Twelve months ago we were still in the period of war activity, ships were being built in unprecedented numbers, workers were still on overtime, and few cancellations had been made by the government.

Today, with the war rush under better control, with many needed developments being held up by labor squabbles, and with foreign exchange exercising an almost prohibitive influence against exports, it is quite natural that all those industries which closely follow iron and steel should feel the effects.

Thanks to the splendid publicity campaign which has been running in the interests of 85% Magnesia Coverings, the product has a place in the sun which will inevitably grow in importance and value as the work progresses.

Early settlement of the steel and coal difficulties will bring increased activity and the persistent reiteration of magnesia's value as a dollar saver will produce an always broadening market for the product.

The magnesia manufacturers have a wonderfully valuable asset in the Research and Publicity Campaign. It is only remarkable that more industries having common interests do not profit by the experience of the cement, asphalt, lumber, magnesia and other industries.

Asbestos Paper and Millboards

Combined statistics of this trade show a very marked improvement. For several months past the shipments have been increasing heavily month by month, and the bookings for future delivery are better than for nearly two years. This improvement is clearly traceable to the impetus which has been given new building activity. Look where you will and new buildings meet the eye, many of them calling for pipe covering in which paper is used.

The stove and range business is bettering, and millboard is very generally used in this trade.

We are advised that the Asbestos Paper Mfrs. Assn. has taken steps looking toward standardization of manufacture. The Mellon Institute has been retained for the purpose of carrying on the scientific investigation and all interested in these products will doubtless benefit.

As the pendulum swings back to normal conditions in the building industry, paper and millboard prices will probably harden and possibly advance slightly.

Asbestos Textiles

Some of our readers have written us inquiring the reason for advancing prices on textiles, especially the finer and better qualities. When we went to press with November issue, Canadian miners were asking $1500 to $1800 per ton for No. 1 Crude. Within two weeks thereafter, some of them at least, were pricing No. 1 at $2500.

Since the production of all fine and most of the better quality yarns is only possible by the use of a large proportion of No. 1 Crude, the reason for the advancing prices is not hard to locate. It is doubtful if any raw material produced from the earth is more susceptible to the law of supply and demand than is Asbestos. As has been explained many times, the deposits are few, the qualities vary remarkably and the total demand is quite irregular. With such a combination of circumstances, the producers of raw material follow demand very closely and price their stuff accordingly.

Never in the history of textiles has there been such a huge demand for coarse, metallic yarns. A mill running these heavy yarns secures a large poundage per man and per machine per day. It isn't human to expect such a mill to run fine, high-grade yarns unless at prices fully compensating for lost production. To illustrate, suppose a mill unit is running low grade No. 10's yarn and producing 500 pounds per day, selling at $1.00 per pound, and netting 10% profit, or $50.00. That same unit, if running No. 18's high grade will produce not more than 75 pounds per day; therefore, in order to return the same $50.00 per day net, the No. 18's must return a profit of 66⅔ cents per pound as against only 10 cents per pound for the No. 10's.

With raw material out of control, labor very uneasy, and demand unprecedented, it is a marvel that prices for all Asbestos textiles have not advanced much more than they have.

Unless prices of raw materials can somehow be controlled, there's no telling where prices for finished goods will go.

Shingles

Makers of shingles, lumber, corrugated sheathing, etc., say that business is better than it has ever been before.

Again building activity is the cause.

One manufacturer is extending his plant to care for the pressing demand.

The number of things which can be moulded from this Asbestos-cement mixture is unlimited and a very large field lays open for development. Much has been done to supply these wants, but the surface has only been touched as yet.

In Europe there are a large number of plants engaged in this line, while in the United States there are but two actually producing. The reason is largely that our people have not yet been educated to prohibit the villainous wooden shingle. Some day a crusader will appear who will put over the idea of fireproof roofs and slow burning construction. Then Asbestos will truly come into its own.

Power Troubles

Wasted power anywhere and everywhere throughout your plant is a drainage that should be stopped. There are dozens of causes for power losses—*leaky packing, leakage through boiler walls*, misalignment of shafting, slipping belts, improper lubrication, *poor insulation*, bearing troubles, boiler scale, coal burned with insufficient draft, and innumerable others; in fact, the waste from your steam generating plant may easily exceed all of your other power wastes put together.

If you wish to find out just how efficient your power plant is, investigate how many pounds of material you can make per pound of coal and you will have the real value of your power plant efficiency.

Use 85% Magnesia as your pipe and boiler coverings, high-grade Asbestos for your high-pressure packing and see your production and plant efficiency increase.

Tariff Classification on Asbestos

Revised Group Divisions in Effect January, 1920

The Dept. of Commerce has instituted a new group of headings to be used for classifying imports and exports of Asbestos and Magnesia.

The new grouping follows:

891 Asbestos and Manufactures of.
- 8910 Unmanufactured.
  - 89100 Crude.
  - 89101 Mill Fibre.
  - 89102 Paper Stocks.
  - 89103 All other.
- 8911 Paper, Millboard and Rollboard.
- 8912 Pipe Covering and Cement.
- 8913 Textiles (yarn, woven fabrics, packings).
- 8919 All other (shingles, moulded articles, etc.).

892 Magnesite and Magnesia.
- 8920 Magnesite (crude) and crude Magnesia (calcined Magnesite)
- 8921 Magnesia pipe and boiler covering, blocks and other manufactures of.

(Magnesite brick, see 83730.)
(Magnesia Calcined, see 5, Chemicals.)

Advices from Washington indicate that the revised classification of all goods imported and exported will be put into use at the earliest possible moment and the Department urges all importers and exporters, whether large or small, to promptly begin the use of the above outline, being careful to have the proper classification heading made known to customs officials at ports of entry and exit.

It is obvious that figures relating to our particular industry will really be worth something if subdivided along the above lines and not just bunched together regardless, as has up to now been the practice.

Everybody get together and help customs give us figures that will mean something.

RICHARD VAN ZEELUST MATTISON, M. D.

(A biographical sketch of whom appears on the opposite page)

Richard V. Mattison, M.D.

A Few Facts Concerning His Life

Back in the fourth century, the Norsemen invaded Scotland and drove the native inhabitants out of a considerable part of that country. A well-known Feudal Scotch Highland Clan bore the name Mathieson.

Today the 650,000-acre Island of Lewis, on the Hebridean Coast, is owned by Major Mathison, a direct descendant of the olden Clan. Several other notable Mathison land-owners of the same descent are located in Ross, Cromarty and Sutherland Counties, in Scotland.

In 1683, one James Mathison emigrated from the Island of Lewis and settled in Hunterdon County, New Jersey, later permanently locating in Bucks County, Penna., above New Hope, near the Delaware River.

Richard, the son of James Mathison (now Mattison), was the grandfather of Richard Van Zeelust Mattison. His maternal grandparents were Asher and Mahala Van Zeelust, the latter of Dutch descent.

Richard Van Zeelust Mattison was born in 1851, November 17th, in Solebury Township, Bucks County, Pa.

The youth, Richard, was a tall, well set up chap, whose every effort was, from the first, directed toward the obtaining of an education.

Graduating at the Philadelphia College of Pharmacy in 1873, with highest honors, he immediately entered the University of Pennsylvania Medical School, from which he graduated with high honor in 1879, entitled to use the M. D. degree.

At graduation from the Philadelphia College of Pharmacy, in '73, Mattison formed a partnership with his classmate, Henry G. Keasbey, for the purpose of manufacturing pharmaceutical chemicals.

For twenty years this partnership prospered, until, in 1892, when Mr. Keasbey retired, the plant covered about four acres, and contained more than fifteen acres of floor space.

At the retirement of Mr. Keasbey, the corporation of

Keasbey & Mattison Company was formed, and most of our readers are aware that today the company, headed by Richard V. Mattison, M. D., is a large and important factor in the manufacture of magnesia, pharmaceutical and commercial, in the mining of Asbestos, in the manufacture of Asbestos textiles, papers, millboards, etc. For years the company's slogan has been "If it's made of Asbestos, we've got it."

Dr. Mattison has been President of the First National Bank of Ambler, Pa., the large majority of which stock he now controls; Vice-President of the Philadelphia College of Pharmacy; President of the Philadelphia Drug Exchange and officer in a number of other commercial, educational and philanthropic organizations.

He, at one time, from 1873 to 1883, in addition to his many other pursuits, acted, at the request of the members of the Alumni, as instructor in theoretical and practical chemistry at the Philadelphia College of Pharmacy.

Dr. Mattison introduced the manufacture of Asbestos cement shingles into this country, and erected a large plant at Ambler (owned by the Asbestos Shingle, Slate & Sheathing Company) for that purpose.

He is at present President and controlling factor in the Keasbey & Mattison Co., Bell Asbestos Mines, Asbestos Shingle, Slate & Sheathing Company, Ambler Spring Water Co., Upper Dublin Water Company, and probably others.

His two sons, Richard V., Jr., and Royal, are both closely connected with him in the various corporations which he heads.

Probably the most notable act of Dr. Mattison's, and one which will stand for many years as a monument to his philanthropic activities, is the erection, equipment and presentation to the Episcopal Diocese of Pennsylvania, of Trinity Memorial Church, Ambler, better known, perhaps, as "The Church of the Beautiful Windows." The church was erected as a memorial to his deceased daughter, Esther.

Dr. Mattison has long been regarded as an exceptionally far-sighted and able financier and manufacturer. Many of today's indispensable products made of Asbestos were first fabricated in Dr. Mattison's plants.

A Travelogue

The Editor's experience on a recent trip to England may interest our readers, particularly if any of you contemplate a trip abroad.

On September 20th, I wrote the ———— Hotel, Manchester, England (the largest hotel in England outside of London), asking that a room be reserved for me on October 17th.

Then, the day before sailing, October 6th, I cabled. On October 15th, I wirelessed, all to the same effect.

Landing at Liverpool, I peacefully took train to Manchester, and marched up to the registration desk expecting to be royally welcomed, as is the custom in America. Not so you could notice it! Yes, they had received my messages, but regretted (not very much, either) that it had been impossible to accommodate me.

Neither had they made any effort to fix me up outside the hotel. A taxi took me the rounds of all the second, third and down to the sixth or sixteenth class places, with the net result that the police station began to look good.

Then came an inspiration. Calling at the Y. M. C. A., I showed my membership card (I have one) and they worked the telephone hard for twenty minutes, locating a room in a private house on the outskirts of the city. Thence I proceeded. Well, no heat, impossible light, no telephone, but, most important, believe me, *no heat.*

Upon retiring that night, the sensation was exactly what one would expect if asked to snuggle in between ice bags. Less than a minute of that, and I had emptied my trunk all over the place in a frantic effort to locate woolens.

Before the night was over, I had encased myself in woolen underwear, pajamas, woolen foot warmers, had all the bedding on top of me, and two overcoats, and then, by jove, I was COLD.

It is not permitted to heat bedrooms in England, or at least that's what they said, and if you want a brand new, honest-to-goodness experience that has the roughest sea beat a mile, just go to England and manage to spend a night or two outside a first class hotel. You'll get the experience, and that's a promise.

Two nights of that and Peary, Stephanson and the rest of the Arctic explorers will have nothing on you. I know—for I had two.

Asbestos Paper—A Brief History

By W. L. STEFFENS

What man first conceived the thought of making a paper from Asbestos? What were the circumstances surrounding its origin? For what purpose was it to be used? Who made the first sheet?

This material plays a most important part in our industrial and economic structure today, because of its value as a fireproofing and electrical insulator and a means for making heat insulating materials, but unfortunately there are very meager printed records regarding the inception and growth of this interesting industry. The early history of Asbestos paper is so obscure that hearsay evidence is about all that is obtainable. The quantity of Asbestos paper used in this country at the present time numbers into the tens of thousands of tons annually, and it may be hard to realize that the use of this quantity of material has been developed within comparatively recent years. In your father's time, or certainly in your grandfather's time, Asbestos paper as a commercial product was unknown.

The story of Charlemagne and his wonderful Asbestos table-cloth is probably known to all. There is also a record that in 1676, at a meeting of the Royal Society in London, a merchant from China exhibited a handkerchief of "Salamander's Wool." It is said that the ancients used this material in the shrouds which were used in cremation to prevent the ashes of the corpse from mingling with wood ashes, and that the Eskimos used the fibre for lamp wick, and it received a similar application in some of the sacred lamps of antiquity. It is interesting to note that all these early references to the use of Asbestos are in connection with textile products mostly produced as curiosities.

It seems that one of the first references to the use of Asbestos in the form of a paper is recorded by Mr. Robert H. Jones in his book on "Asbestos" in which he says:

> "Pontoppidan, Bishop of Bergen, a translation of whose very interesting 'Natural History of Norway' was published in London in 1750, says, 'That the amianthus, or Asbestos, which makes an incombustible linen or paper, is to be found in the parish of Waldens, I

can affirm from my own experience. I had sent for some samples of that wood, which was said to be petrified by a certain water above mentioned. Accordingly, a large parcel of it was sent to me, and at first I could have compared it only to hazle, which had lain a long time in the water, but upon a narrower inspection and drawing out some of the filaments, I found it was no petrified substance, but an amianthus, and far finer than the Greenland stone-flax, which the Reverend Mr. Egede, in his account of his mission, relates to be there used as wicks in the lamps, without being in the least wasted whilst supplied with oil or fat. This Sundmoer amianthus, which is produced in a mountain in Birkdalswamp, deserves, like that of Siberia, and even better, to be called stone-silk, rather than stone-flax, its fibres being softer and finer. I have also in my possession a piece of paper of this Asbestos, which when thrown into a fierce fire is not in the least wasted, excepting only that what was written on it totally disappears.'"

During the last century, even before the great Canadian deposits were discovered, it seems that considerable thought was given to the development of Asbestos paper, particularly in those foreign countries where minor deposits of Asbestos occurred. We find brief scattered references to experiments by the French, the Italians and Norwegians. In practically all cases, it seems that a fireproof writing paper was desired for the purpose of making important documents of indestructible material. It is recorded that as early as 1853 a patent was granted for Asbestos paper-making. The efforts along this line were never very successful, because all Asbestos papers have a natural tendency to work up more like blotting paper than ordinary writing paper. The ink always tends to run.

Today, practically all the Asbestos fibre used in the manufacture of commercial Asbestos paper comes from the Canadian deposits in the Province of Quebec. There is a story current that the Canadian deposits were first discovered when the Quebec Central Railroad was extending their line through what is the present location of the Canadian mine. In excavating, a silky fibrous rock was discovered and the owner of the property on which it was found, being curious to know the nature of it, collected samples and had them analyzed. A report was returned to him that this was the mineral Asbestos and being of a

fibrous nature it could probably be used for paper-making. In any event, the Canadian Asbestos deposits were first recognized as commercially valuable about 1877. One of the first manufacturers of Asbestos paper in quantity was The United Company of London, England, about 1879. However, the manufacture and use of Asbestos paper in foreign countries has never been developed to any extent. Practically all the Asbestos paper manufactured and used is in the United States.

Probably the first American mill to manufacture Asbestos paper was one at Baldwinsville, Massachusetts, owned by the Asbestos Packing Company, of Boston. This company has been out of business for some time and there seems to be no exact record of the date when they first made Asbestos paper, but it was probably about 1878 or 1879. Very shortly thereafter additional mills took up the manufacture of Asbestos paper. Among them were John Roberts & Sons Company, Waltham, Mass., The Chalmers-Spence Company and the H. W. Johns Manufacturing Company, Brooklyn. The latter two concerns later combined and with others formed the present H. W. Johns-Manville Company. About 1886 The H. F. Watson Company, Erie, Pa., started manufacturing, and a little later, 1897-98, Keasbey & Mattison Company, Ambler, Pa. entered the field. In 1900 The Philip Carey Company, Lockland, Ohio, purchased the old mill at Baldwinsville, Mass., and continued the manufacture of Asbestos paper at that plant and later in 1906 opened their mills at Lockland, Ohio. The Norristown Magnesia & Asbestos Company, Norristown, Pa., started their own Asbestos paper mill in 1907. The Sall Mountain Company started their mill at Rockdale, Ohio, in 1913 and the National Asbestos Manufacturing Company theirs in 1918. About three or four years ago the Baltimore Roofing & Asbestos Company also built and operated an Asbestos mill as well as a roofing plant at Asbestos, Md., near Baltimore, but the operation was not a successful one and they have since discontinued business.

The Asbestos paper industry today is a growing one. New uses are constantly being discovered and as a means for fireproofing and heat insulation it now renders us a wonderful service.

In early issues Mr. Steffens will tell us about the manufacture and the uses of Asbestos paper.

Testing Asbestos Fibre

Altho different methods are employed by miners in testing Asbestos fibres, the principles involved are substantially the same.

These tests are made by a machine especially constructed for the purpose. Standard tests are made on the so-called Standard Testing Machine, which comprises four separate trays or apartments approximately 16″ x 26″ x 5″ made of ½″ board, and mounted one upon the other. A top is provided and all four trays are securely clamped together as one large box. The trays are numbered consecutively, beginning with No. 1 at the top. The sides and bottom of tray No. 4 are lined with zinc, the bottoms of the other three are wire screens of different sized mesh—the first 1″ mesh, the second ½″, the third ¼″.

The large box thus formed is securely fastened to a frame supported on a countershaft, whose construction is much like the crankshaft of an automobile, the whole of which rests on a wooden stand of sturdy structure. A belt is attached to the flywheel, whose axle runs on a cogwheel, which revolves the crankshaft, causing a throw of 1½″ and giving a rocker motion. This action, it will be seen later, distributes the fibre according to length thru the several screens into the different trays.

While different mines use different quantities, the Asbestos Corporation places one pound (16 oz.) of Asbestos fibre in the top tray (No. 1) and sets the machine in motion at the rate of 300 revolutions per minute for three minutes, when the clamps are released and the contents of each tray carefully weighed separately. If no fibre remains on the first tray, 8 ozs. on the second, 6 on the third and 2 on fourth, we get the symbols 0-8-6-2. If 3 ozs. remain on the first tray, 8 on the second, 3 on the third and 2 on the fourth, our grading symbols will be 3-8-3-2, etc. It will be noticed that the very long fibre is on the first screen, the medium on the second, the fine on the third and the sand or very short fibre on the fourth. The total on all screens is, of course, the original 16 ozs. started with.

And so with the standard gradings, 4-7-4-1, 0-2-10-4, 0-0-10-6, the symbols simply indicate the number of ounces on each screen, and their total is always 16.

From this buyers are able to estimate the value of fibres from the gradings all the way from the 4-7-4-1 long spinning fibre down to the 0-0-7-9 paper stock.

By this standard process accuracy and uniformity are possible in grading Asbestos fibre and buyers know from the symbols of quality just exactly the character of material for which they are contracting.

Current Prices During Last Month

Consumer's prices during the last month were at about the following level. It should be understood that great variance from these figures occurs, due to quantity and quality, but we believe these prices truly represent average market conditions:

85% Magnesia Pipe Covering	List Net	
Magnesia Carbonate, Powdered	$0.15 to $0.20	lb.
Asbestos Paper, Commercial	10.00 to 15.00	cwt.
" Millboard, Commercial	10.00 to 15.00	cwt.
" Paper and Millboard, Special	15.00 to 35.00	cwt.
" Air Cell, 4-Ply	40%	
" Cement	$2.00	cwt.
" Yarns, 10s Commercial	$0.95 to 1.25	lb.
" Cloth, 10s Commercial	1.00 to 1.50	lb.
" Yarns and Cloth, Special	1.50 to 5.25	lb.
" Listings and Tapes	1.50 to 6.00	lb.
" Wick and Rope Packing	.65 to .90	lb.
" Wire Inserted Sheet	.80 to 1.50	lb.
" High-Pressure Steam Packing	1.00 to 1.75	lb.

The Asbestos & Mineral Corporation, Whitehall Bldg., New York City, would like to place one of their 1920 calendars in the hands of every reader of "ASBESTOS." A postcard request, making mention of "ASBESTOS," the magazine, will bring one of these calendars to you promptly. Don't hesitate to make the request.

Developing Selling Talk

A salesman who worked for a large toy manufacturing concern, had handled their line for several years before he accidentally learned that special precautions were taken at the factory to see that the paint used in coloring the toys contained no poison and would not harm the kiddies who delighted in putting the heads of their Noah's Ark animals, etc., in their mouths.

How the firm missed giving their salesmen such a strong talking point is almost beyond comprehension, but it only serves to emphasize the fact that a salesman should be in possession of every bit of information of either human or technical interest which the firm or its employees can lay hands on.

It is not always the salesman's fault if he does not have full information. Neither is it always the firm's fault. The factory, of course, through its selling organization, should supply the men in the field with full technical data. If the salesmen can go through the factory, ask questions and study the processes every year or so, it will be an immeasurable help, and then as new processes or new materials develop, the salesmen should be supplied with detailed descriptions, supplemented by photographs or drawings. That, we realize, is the firm's part.

But the salesman's part is almost, if not equally, as important. If he gets up against a prospect who stumps him with several technical questions, he should not rest until he has found the right answers, even though he may drive the sales department distracted in the process.

And it is just as much a part of his job to see that the house is advised of any peculiar, interesting or special uses to which the product is put in his territory. If he learns a new wrinkle in application or installation, a new way to use the product, if he hears of peculiar or severe conditions which the product has withstood, or other information which will help make sales talk interesting and convincing, the home office should be promptly informed of it. The salesman must have a "nose for news" and when he gets that news, should pass it on to his fellow salesmen, so that *his Company* may be benefited.

The Asbestos Industry is ever interesting, because there

has never yet, and I doubt if there ever will be, a limit to the uses to which Asbestos products are put. The new uses developed during the war, some secret, some widely known, demonstrated that fact. Salesmen in the Asbestos line have unlimited opportunities. Make the most of them by exchanging information of all kinds, either through your own house organs, or through "ASBESTOS."

Asbestos in the Argentine

The Argentine imports, during an average year, some 300 to 400 tons of Asbestos goods.

Before the war, fairly large quantities were imported from Germany and Italy, but the largest share of the trade, nearly one-half, was in the hands of English manufacturers.

With the beginning of hostilities in Europe there was a great shrinkage in imports from these sources, while shipments from the United States rose from $11,947 in 1914, to $60,570 in 1918. Nevertheless, Canada, Cuba and Japan sold much larger quantities of Asbestos in the Argentine.

The demand is for sheets, ropes, packing and fibre, washers, gaskets and other sundries required for steam engines and boilers, for cold-storage chambers, and the compressing plants of packing houses.

One fourth of the Asbestos goods imported is for account either of the railway companies or the government, 25% of the imports thus entering duty free. Fairly large quantities of Asbestos tiles were formerly imported into the Argentine

Stocks of Asbestos manufactured goods are carried by nearly all machinery supply houses and this class of trade would probably account for one-third of the importation.

Certain quantities, possibly one-third of the total importation, are brought in for account of railway companies, freezing plants and other large consumers whose orders would be solicited by the local representatives of the manufacturers. The remaining portion of the trade is handled by one or two houses specializing in Asbestos goods and purchasing freely in several markets of the world.

—From Report of the Foreign Trade Bureau,
Guaranty Trust Company of New York.

The Asbestos Industry in Great Britain

As is well known, nearly all deposits of raw Asbestos are located in British Colonies.

Canada leads with 85%. South Africa, including Rhodesia, furnishes nearly all of the remainder of raw material.

In manufacturing, Canada contains but one relatively small plant, that of the Asbestos Manufacturing Company, Lachine, P. Q. This plant was originally owned and operated by Keasbey & Mattison Company interests, but some months ago was purchased by A. Paradis, and associates, of Quebec. It manufactures a general line of Asbestos shingles, paper millboard, and kindred products.

There are no manufacturing plants in other British Colonies.

In the British Isles are located a number of large plants, making shingles, paper, millboard, pipe coverings, textiles, packings and the full line of incidental products as made in the United States.

The largest Asbestos producer in England is Turner Bros. Asbestos Co., Ltd., Rochdale, England. The plant covers a large area of ground, and consists of a number of stone buildings of varying height, substantially constructed slate and Asbestos shingle roofed, and well located as to transportation, labor and climate. It produces substantially everything made of Asbestos and reports a gratifying volume of business.

Rochdale, by the way, was the city in which developed the first Working Men's League, and relations between Rochdale workers and employers are of the very best.

Several Asbestos plants are located in Scotland, a magnesia plant in Ireland, and several Asbestos plants in the south of England, in and near London.

Industrially, England is busy, and will be kept so for a long time in supplying goods to her colonies and her own people.

Quantity production has found its place during the war period in England and undoubtedly when exchange resumes a more nor ıal level English manufacturers will show to advantage in world trade.

Contrary to belief expressed in some quarters, it is apparent that English labor costs are nearly if not altogether as high as those in the United States, productivity per labor unit duly considered.

A house organ issued monthly by Turner Bros. Asbestos Co., indicates clearly the existence of a very intelligent and effective labor policy looking toward the divertisement of workers, and substantial improvement of the worker's condition.

It would appear that some of the English manufacturers have found "the new religion " advocated by the "Manufacturer's Record," of Baltimore, some weeks ago.

Whether or no it appeals to our individual ideas, it is clear that it pays to operate the Golden Rule in business, and the measure of the payment is the good American dollar, plus a heap of satisfaction.

Activities in Rhodesian Fibre

Hobdell, Way & Co. sell the entire output of Rhodesian Asbestos, themselves owning several claims, and disposing of the production of other properties along with the material produced by themselves.

In a recent interesting talk had with Mr. Hobdell, he tells us that 60% of the Rhodesian Fibre is of spinning quality if properly opened and carded. He is very optimistic as to the future of the Rhodesian fields, claiming that there are very large quantities in sight, the only difficulty being that the country is not on a sound hygienic basis. Workers are subject to epidemics of smallpox, influenza, rhinder pest and other scourges, while beasts of burden are at the mercy of the tsetse fly.

From Mr Hobdell's description of conditions in that country, it would appear that they need a General Gorgas to clean things up.

The writer, while in England, saw some cops of yarn made from all Rhodesian Fibres and they compare very favorably with commercial yarns made of other recognized Asbestos crudes and fibres.

News of the Industry

Asbestos-faced wipers have been fitted between brush spindles in commutators so that the wipers extend across the entire length of the commutator and thus avoid flashing between brushes of opposite polarity.

In some cases these wipers have proven effective, but they are apt to retain carbon dust and so set up sparking between the Asbestos and commutator bars.

Some genius might devise a form or composition which would not be so prone to collect dust and thus help electrical engineers solve what is at present a very perplexing problem.

The Asbestos Paper Manufacturers Association has taken a Fellowship in the Mellon Institute of Industrial Research with intent to improve the quality of Asbestos Millboard. Careful research and investigation have been inaugurated, looking toward the development of new specifications covering each use to which millboard is put. Significant in this work is the basic data being accumulated regarding the properties of millboard manufactured

The fibre used in making board will come in for due consideration. This work has many possibilities for good, and there is no predicting what advantages may accrue from these scientific investigations. The Industry is to be commended on this move.

"ASBESTOS" congratulates Dr. Richard V. Mattison on the occasion of his birthday, November 17th. The good Doctor surely does not look the years he claims and those who are now and have been in business contact with him, know that his grasp of affairs has not deteriorated. May he continue to prosper and enjoy his remarkable good health.

Walter R. Leventritt, Vice-President and Treasurer, of the Asbestos & Mineral Corporation, has just returned from a business trip in Europe. He visited England, Scotland, France, Spain, Italy, Switzerland, Germany, Austria, Poland, Sweden and Belgium, and reports having had a very successful journey.

At the Automobile Shows the General Asbestos and Rubber Co., of Charleston, S. C., will have on exhibit a complete line of Garco products. Dealers will have a splendid opportunity to see the complete line and get new ideas on the display and advertising of these materials.

Some members of the Asbestos Paper Mfrs. Association having studied carefully the British Navy Specification for millboard, have applied the tests used by the British Admiralty to their millboard and find that in no instance did the goods of American manufacture fall down. In fact, the members report a very creditable margin of safety above the English requirements. This speaks very commendably for American manufacturers of paper and board.

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The Editor recently examined the Specimen Rooms of the Asbestos and Mineral Corporation, Whitehall Bldg., New York, and must say that this exhibition of Asbestos and allied minerals is the finest he has knowledge of. It would be well worth your while when in New York to visit this collection.

The Pennsylvania Compensation Rating and Inspection Bureau, after survey of the Asbestos Industry, have established the following rates for workmen's compensation:

Asbestos Spinning and Weaving	$0.65
Asbestos Goods Mfg.—not otherwise classified	1.25

The rates formerly were:

Asbestos Spinning and Weaving	1.00
Asbestos Goods Mfg.—not otherwise classified	1.75

Creditors and stockholders of the Baltimore Roofing and Asbestos Manufacturing Company have been notified of a proposed plan of consolidation of their plant and a very successful one of similar nature. A scheme is in progress, approved by prominent New York bankers, contingent upon Baltimore's liabilities not exceeding $455,000, to issue first and second preferred and common stock to apply $200,000 to Bramco liabilities and give creditors share for share in the new issue. The consolidated company is to have experienced and efficient management, details of which will be announced after the bankers have verified facts and figures.

SPIRIT OF CHRISTMAS

I am thinking of you today, because it is Christmas, and I wish you happiness. And tomorrow, because it will be the day after Christmas, I shall wish you happiness; and so on through the year. I may not be able to tell you about it every day, because I may be far away; or because both of us may be very busy. But it makes no difference. The thought and the wish will be here just the same. Whatever joy or success comes to you will make me glad. Without pretense, and in plain words, good-will to you is what I mean, in the Spirit of Christmas.

Henry Van Dyke.

BUSINESS OPPORTUNITY

Want to represent in Cleveland and Northern Ohio, concerns manufacturing Asbestos Textiles, Asbestos Paper, Millboards, Fibres, etc. Also Pipe and Boiler coverings or anything connected with the Asbestos industries. Have some good accounts; references. Address A. P. Co., care "Asbestos," 721 Bulletin Bldg., Philadelphia, Pa.

News of General Interest

The last Pennsylvania Legislature greatly changed the laws governing workmen's compensation. Copies of the original law are now obsolete and all interested should obtain new copies.

One place which will quote prices is Department Reports Co., Union Trust Bldg., Harrisburg, Pa.

"The Acetylene Journal," official organ of the International Acetylene Association, has recently been brought to our attention. This journal is devoted to the oxy-acetylene welding profession. Some of our readers may be interested in looking over a copy of this journal. Sample copies can be secured by application to "The Acetylene Journal," Peoples Gas Building, Chicago, Ill.

Sears, Roebuck & Co., of Chicago, recognizing the manufacturing and distributive importance of Philadelphia, will erect a mammoth concrete merchandising building in the northern section of the city, to cost $8,000,000. What a wonderful order for insulating material someone is due to get!

Chester Shipbuilding Co., Chester, Pa., is considering the erection of a new drydock on the Delaware River, with shop and ship construction facilities to cost about $2,000,000.

The United States Shipping Board has contracts in Japan for the building of thirty steamers of an aggregate tonnage of 123,000, the contracts calling for the payment to Japanese shipyards of about $43,000,000.

France has removed the importation restrictions against American automobiles, and many French cities are now seeking agency connections in this country for cars and parts.

The Edison Storage Battery Co., Orange, N. J., has issued the first number of "The Grid," its house organ, which will be published quarterly. According to the title page its purpose is to "disseminate some sense and a little nonsense among users of storage batteries."

Trade Commissioner P. S. Smith, of the Department of Commerce, reports an unusual demand for electrical goods in the South American Republics. An advantage in this territory having been secured during the war, the big problem for American houses is to maintain their grip when the old competition returns.

The Seal that Signifies "Asbestos Products of the Highest Quality"

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Asbestos Wick and Rope

Asbestos Automobile Specialties

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From Mine to Finished Product

and expressing our deep appreciation of their kind words of praise extended us on behalf of our humble efforts. We wish to express regrets to those hundreds who applied for a copy that we could not spare on account of a limited edition of 1,000 copies.

Wishing the readers of "Asbestos" and our many friends the compliments of the season.

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(3) How thick?

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(6) How much does it weigh?

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(8) How is it applied.

The answers to these (8) questions will be found in Catalog F. C. 7-19

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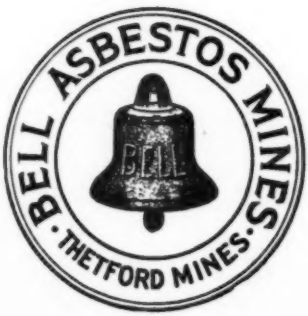

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Ambler, Penna.
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NUMBER 4

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On lesser scales, "85% Magnesia" functions similarly. Wherever, in steam practice, it is applied to an unprotected or poorly protected metal surface, it insures a maximum of power from a minimum of coal.

In this day of costly coal, every finest coal economy is imperative to reduce the cost of production.

Yet, in the average plant there are many spots where the heat insulation is inferior or left off entirely. Every pair of flanges, valve body, or return pipe, which is not covered, or improperly covered, is a coal waster. Each one may mean tons of lost coal a year.

The sure way to save this coal and to add power, is to cover every such leak by the Specification thickness of "85% Magnesia." Use it thruout and use it right.

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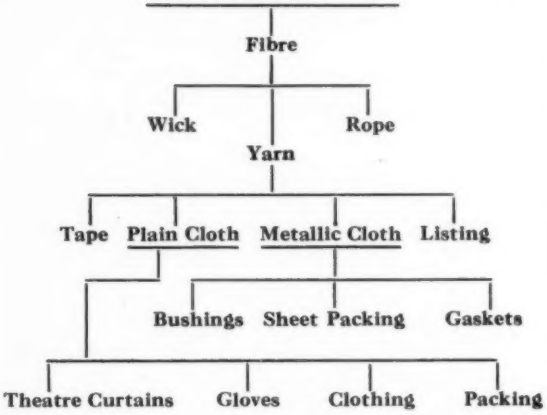

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Index to Advertisers

	Page
A. P. Co.	24
American Asbestos Co.	22–23
Asbestos Corporation of Canada, Ltd.	29
Asbestos & Mineral Corporation	27–39
Asbestos Textile Co.	34
Bell Mines	31
Bennett-Martin Asbestos & Chrome Mines	41
Carey Co., Philip	38
Ehret Magnesia Mfg. Co.	43
Franklin Mfg. Co.	30
General Asbestos & Rubber Co.	26
Jacobs Asbestos Mining Co.	37
Keasbey & Mattison Co.	36
Magnesia Association of America	32
Norristown Magnesia & Asbestos Co.	28
Rhodesian & General Asbestos Corporation, Ltd.	33
United States Asbestos Co.	40
Wilson, Elwood J.	35

Highway Transport Conference

The 20th Annual National Automobile Shows of 1920 will exhibit commercial trucks at New York, January 3rd to 10th, in the Eighth Regiment Armory, and at Chicago, January 24th to 31st, at the International Amphitheatre.

Tickets will be sent on application to S. A. Miles, Mgr., 7 E. 42nd St., New York City, each ticket to bear the name of the person using it. In conjunction with these great motor expositions, the Highway Transport Conference will be held, with sessions each afternoon and evening. This transport conference will be addressed by highly qualified authorities and the addresses will be illustrated by motion pictures and stereopticon slides.

It is doubtful whether any single phase of American business is more important today than this question of transportation, including not only the matter of motor trucks but good roads as well.

Since the Asbestos Industry is very closely allied to the motor industry, it is felt that full support is owing to this conference by the producers of Asbestos and magnesia materials.

EHRET MAGNESIA MFG. COMPANY
VALLEY FORGE, PA.

December 4, 1919

C. J. Stover, Editor,
721 Bulletin Building,
Philadelphia, Pa.

Dear Mr. Editor:

We have been looking up some records recently in the preparation of an Ehret Magnesia Manufacturing Company Booklet, and have reached the following conclusion, and as a result of our investigation, feel warranted in saying that the use of 85% Magnesia on steam heated surfaces compels one pound of coal to do almost the work of two pounds of coal, and we have also decided that the coal users from Maine to California, on land and sea, have made the same discovery.

These millions of people evidently have adopted 85% Magnesia as the standard coal saver, for the records we have examined indicate that there are more lineal feet of 85% Magnesia Steam Pipe Covering, and more square feet of 85% Boiler Covering in service throughout the world than there is of the combined lineal and square feet of all other products exploited as boiler and pipe coverings.

These facts, in the present high-cost-of-living times, convey very valuable information to your readers, and we feel that it is proper they should have them.

We manufacture this standard coal saver at Valley Forge, Pennsylvania. It is widely known as Ehret's 85% Magnesia, and an inquiry addressed to any of our branch offices or to us at Valley Forge for further information concerning this wonderful product, will have our very prompt and detailed reply.

Yours respectfully,
W. A. MACAN, *Vice-President*,
EHRET MAGNESIA MFG. CO.

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THE VICIOUS CIRCLE

By Rufus T. Strohm

A playful pup pursued his tail in the midst of a busy street,
Till his tongue hung limp from his gaping mouth and he wobbled on his feet,
The passers-by were stirred to mirth as they watched his exercise,
And they held their sides and they laughed so hard that the tears rolled from their eyes;
And someone yelled: "I like the way that you keep on chasin', pup,
But you're plain damfool, for you're all one piece, so you never can catch up!"

The trainmen wanted a boost in pay,
So they argued loud and long,
And the railroads let them have their way,
For the Brotherhood was strong.
The miners started a husky kick,
For the raise they felt was due,
And just as smooth as a juggler's trick
Was the way the thing went through.

The dub that toted the humble hod
Held an upturned palm for more,
The truckman, too, and the white-wing squad
And the rough-necked stevedore.
And after them came the roustabout
And the stokers and the crew—
A crowd with their eager hands held out—
The cook from the galley, too.

The linemen threatened to call a strike,
And the guys that tapped the keys;
They swore: "We'll do it, so help me Mike!"
And they won their case with ease.
The simple spinners of wool and silk
And the cotton proletaire,
The wagon-drivers for ice and milk
Held off till they got a share.

But since their wages have sought the sky
With a strong and steady trend,
The cost of living's gone up so high
That they're poorer in the end.
Yet still each struggles with might and main
In getting the most he can,
Nor cares a damn for the stress and strain
He puts on his fellowman.

The gods that from elysian fields gaze down on the spinning earth
And see the frantic, scrambling race must be moved to tragic mirth;
And Jupiter doubtless turns to Mars with a dismal smile, to say:
"My word, old top, observe these fools run rings in their silly way!
They're just plain nuts, for the whole blamed bunch forms a body that is one,
And its head won't ever catch its tail, for it simply can't be done!"

—*Coal Age.*

LET us all begin this New Year with the hope high in our hearts that it may be given us to

Work, Live Learn and Give